Nova Scotia

ANNUAL REPORT

for the fiscal year
ending March 31, 1986

Department of Development

90-00514/

The Honourable Alan R. Abraham, C.D.
Lieutenant Governor
Province of Nova Scotia

May it please Your Honour:

It is my privilege to submit the report of the Department of Development for the Province of Nova Scotia for the fiscal year ending March 31, 1986.

I have the honour to be, Sir,

Your obedient servant,

Roland Thornhill

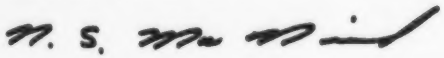
Roland J. Thornhill
Minister of Development

Honourable Roland J. Thornhill
Minister of Development
Halifax, Nova Scotia

Sir:

I take pleasure in submitting the Annual Report of the Department of Development for the fiscal period ending March 31, 1986.

Respectfully submitted,



Norman S. MacNeil
Acting Deputy Minister

TABLE OF CONTENTS

Summary Review i
Organization Chart iii
Office of the Minister 1
Office of the Deputy Minister 2
Divisions 4
Agencies 10
Business Development 11
Trade and Investment 19
Federal/Provincial Subsidiary Agreements 22
Information and Analytical Services 26
Administrative Support 31
Program Expenditures Table 33
Statistics (Tables) 36
Index 39

SUMMARY REVIEW

In 1985–86, the Department of Development underscored its commitment to industrial growth in Nova Scotia by strenthening the presence of its offices in the various regions of the province and by setting Nova Scotia firmly on the path of new technology.

Within the province, the expansion of the department's program, to include the Women's Entrepreneurial Program and the Disabled Entrepreneur's Program, met with considerable success among eligible clients.

The construction of the Pratt & Whitney facility at the Aerotech Business Park and the flexible manufacturing systems training unit at the Nova Scotia Institute of Technology have provided Nova Scotia with a firm base from which to attract other new technology companies.

In 1985–86, staff from the Department of Development encouraged Nova Scotia businesses to participate in public-sector purchases by holding reverse trade shows, negotiating Nova Scotia content with clients, and working to improve public-sector purchasing procedures.

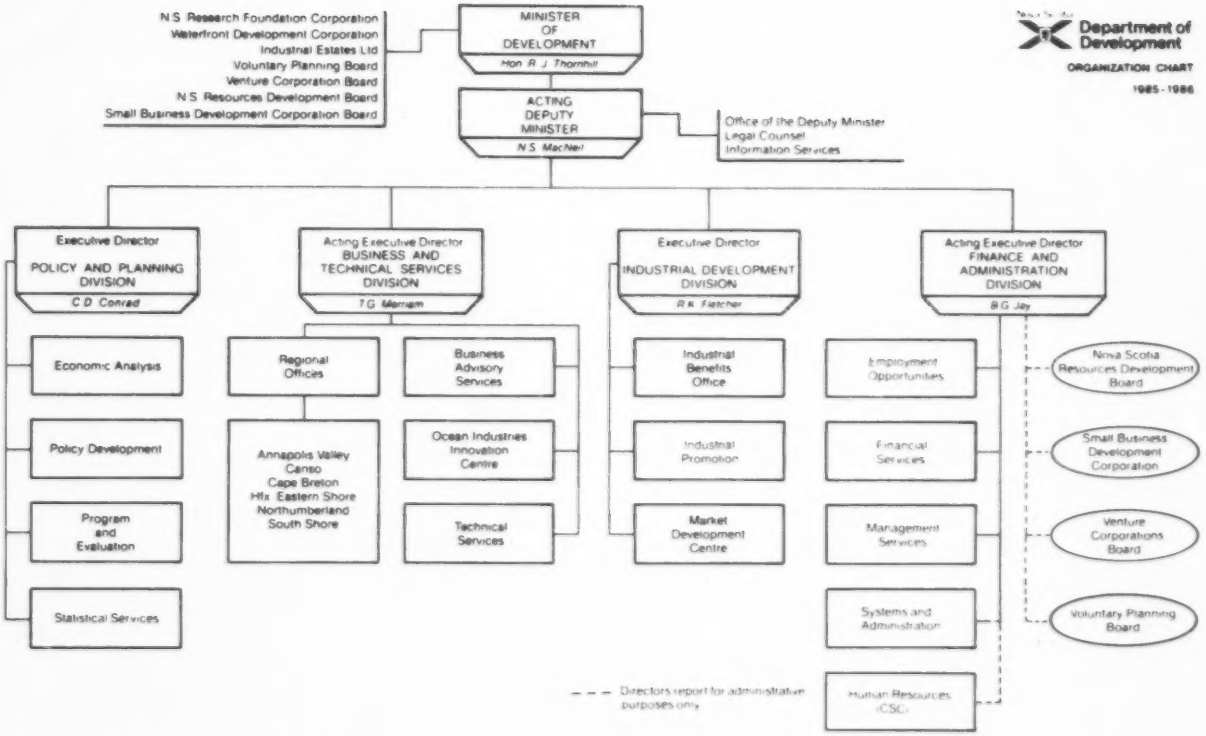
As well as conducting trade policy analysis, the Department of Development represented provincial interests in intergovernmental consultations regarding access to domestic and foreign markets.

Through the use of computerized analysis, staff made contact with approximately 10,000 domestic and international firms. A total of 150 companies visited Nova Scotia for serious development discussions and 11 new investment projects received approval, creating approximately 500 new jobs.

The province and the federal government signed three subsidiary agreements during the past year: Technology Transfer and Industrial Innovation, Advanced Manufacturing Support, and the Sydney Steel Corporation Stage II Modernization.

Nova Scotia's real domestic product increased by 3.8% for the 1985 calendar year to reach $10.2 billion, comparing favourably with the overall Canadian increase of 4.2% for the same period. Retail trade enjoyed a banner year with a real growth of 9.2% compared with 6.6% for the nation.

During the fiscal year ending March 31, 1986, the Nova Scotia Department of Development relocated to the World Trade and Convention Centre.


Department of Development
ORGANIZATION CHART
1985-1986
N.S. Research Foundation Corporation
Waterfront Development Corporation
Industrial Estates Ltd
Voluntary Planning Board
Venture Corporation Board
N.S. Resources Development Board
Small Business Development Corporation Board
MINISTER OF DEVELOPMENT
Hon. R. J. Thornhill
ACTING DEPUTY MINISTER
N.S. MacNeil
Office of the Deputy Minister
Legal Counsel
Information Services
Executive Director
POLICY AND PLANNING DIVISION
C.D. Conrad
Economic Analysis
Policy Development
Program and Evaluation
Statistical Services
Acting Executive Director
BUSINESS AND TECHNICAL SERVICES DIVISION
T.G. Marriam
Regional Offices
Annapolis Valley
Canso
Cape Breton
Hfx. Eastern Shore
Northumberland
South Shore
Business Advisory Services
Ocean Industries Innovation Centre
Technical Services
Executive Director
INDUSTRIAL DEVELOPMENT DIVISION
R.K. Fletcher
Industrial Benefits Office
Industrial Promotion
Market Development Centre
Acting Executive Director
FINANCE AND ADMINISTRATION DIVISION
B.G. Jay
Employment Opportunities
Financial Services
Management Services
Systems and Administration
Human Resources (CSC)
Nova Scotia Resources Development Board
Small Business Development Corporation
Venture Corporations Board
Voluntary Planning Board
Directors report for administrative purposes only

OFFICE OF THE MINISTER

The Minister of Development is Cabinet spokesman on matters relating to economic development policies, and sits on a number of Cabinet and House committees.

The Minister is responsible to Cabinet for the activities of the Department of Development as well as for:

- Industrial Estates Limited
- Nova Scotia Research Foundation Act
- Nova Scotia Resources Development Board
- Small Business Development Corporation
- Venture Corporations Board
- Voluntary Planning Board of Nova Scotia
- Waterfront Development Corporation
- World Trade and Convention Centre.

OFFICE OF THE DEPUTY MINISTER

The Deputy Minister is responsible for the day-to-day activities and efficient functioning of all elements of the Department of Development.

The Deputy Minister is responsible to the Minister for the proper interpretation and effective implementation of government policies and programs relating to economic development in the province, and is also responsible for the formulation of policy options, for the conduct of negotiations under the Economic and Regional Development Agreement (ERDA) between Canada and Nova Scotia, and for major development initiatives.

Reporting directly to the Deputy Minister are the following two sections:

SOLICITOR'S OFFICE

The Solicitor's Office provides a comprehensive legal service to the Department of Development. The Solicitor gives day-to-day advice and problem-solving assistance, services all requests for Cabinet authorization, sets security requirements for all loans and drafts, and negotiates all agreements in support of loans between this department and third parties.

INFORMATION SERVICES

Information Services coordinates media relations and publicity requirements for the Department of Development. Of note during the past fiscal year, was the office's involvement with the promotional video "A Day in the Life of Nova Scotia."

Information Services is also responsible for:

- the production or editing of numerous departmental publications and their subsequent distribution
- liaison with federal, provincial and municipal government departments on joint information and publicity projects
- supervision of departmental advertising.

DIVISIONS

BUSINESS AND TECHNICAL SERVICES DIVISION

The Business and Technical Services Division is comprised of four branches primarily responsible for business development within the department. The division offers management and technical advice and services, coordinates the work of 11 regional and district field offices, administers a variety of programs designed to assist Nova Scotia businesses, and implements federal/provincial subsidiary agreements. The branches are: Business Advisory Services, Ocean Industries Innovation Centre, Regional Offices, and Technical Services.

Business Advisory Services Branch

The Business Advisory Services Branch provides financial and general management and marketing advice to help businesses obtain new (or retain existing) financing by putting together viable investment proposals. For example, many new businesses and expansions involve protracted negotiations for grants from government agencies and public sector and/or private financing.

Ocean Industries Innovation Centre

The Ocean Industries Innovation Centre gives assistance and support to owners/operators of small businesses attempting to establish or expand in innovative or high-tech fields related to ocean industries. The centre is responsible for the administration of three programs: Innovation Centre Program, Municipal Taxation Assistance Program, and Regional Management Training Program.

Regional Offices

The 11 regional offices located strategically throughout the province, provide management advice to the business community and to organizations and potential entrepreneurs pertaining generally to the establishment, operation and expansion of businesses. A special emphasis has been placed on their role as it pertains to small business. This branch also acts as a delivery mechanism for the Department of Development's programs and services, as well as those of other governments. The regional offices administer seven programs:

- Assistance to Industrial Commissions Programs
- Black Business Opportunity Program
- Consulting Assistance Program
- Disabled Entrepreneurs Assistance Program
- Industrial Mall Municipal Tax Rebate Program
- Rural Industry Program
- Women's Entrepreneurial Development Program

Technical Services Branch

The Technical Services Branch gives assistance and advice of a technical nature to both government and private industry. It is responsible for the implementation of many of the federal/provincial cost-shared agreements and the Canada/Nova Scotia Offshore Development Fund. The branch assists with the planning, design, and implementation of many varied projects including industrial parks and malls, recreational facilities, marine facilities, and municipal infrastructure.

INDUSTRIAL DEVELOPMENT DIVISION

The Industrial Development Division of the Department of Development endeavours to promote industrial growth by seeking out appropriate industries to locate in the province, by encouraging the competitiveness and capabilities of Nova Scotia firms, and by helping Nova Scotia companies develop new products and establish new markets. The division is comprised of three branches: Industrial Promotion, Industrial Benefits, Market Development Centre.

Industrial Promotion Branch

The Industrial Promotion Branch actively promotes Nova Scotia as a location for new business investment. This branch focuses on those manufacturing and service industries outside the province which will complement existing industrial activity.

Industrial Benefits Office

The Industrial Benefits Office identifies opportunities for Nova Scotia business in major capital investment in the province. The office also serves as the agency for increasing the sales of Nova Scotia goods and services to the provincial and federal governments and their agencies.

Market Development Centre

The Market Development Centre encourages the production and sale of Nova Scotia products through two programs: The Product Development Program, which helps Nova Scotia companies develop new products, and the Trade Expansion Program which helps Nova Scotia companies sell goods and services both domestically and internationally through promotion, trade missions, and market planning studies.

POLICY AND PLANNING DIVISION

The Policy and Planning Division negotiates development agreements with the federal government, develops the province's positions and policies on major economic issues, assesses Nova Scotia's development activity and economic performance, and acts as a focal point for provincial statistics. The division is comprised of the following four branches: Program and Evaluation, Policy Development, Economic Analysis, and Statistics.

Program and Evaluation Branch

The Program and Evaluation Branch negotiates development agreements with the federal government. The branch also assesses both federal and other provincial government activities for potential relevance to the needs of Nova Scotia. Program and Evaluation designs new, and evaluates existing department programs.

Policy Development Branch

The Policy Development Branch conducts research and provides analysis on a wide range of economic development concerns. The branch develops provincial positions and policies on major economic issues, and acts as the principal focus of responsibility for the province's long-term development strategy.

Economic Analysis Branch

The Economic Analysis Branch assesses the economic performance and outlook of the province, and provides effective analysis of industrial and economic opportunities and developments effecting the provincial economy. This service is also provided to the Department of Development, to the offices, agencies and other departments of the provincial government and, in some cases, to private industry.

Statistics Branch

The Statistics Branch is designated under the Nova Scotia Statistics Act as the focal point for statistical services in the province, and maintains or has access to, numerous data bases.

FINANCE AND ADMINISTRATION DIVISION

The Finance and Administration Division manages and controls the fiscal resources of the Department of Development and its agencies. The division is responsible for maintaining the effective utilization of personnel and for administering job creation initiatives. Finance and Administration staff examines the purchasing policies of all publically supported bodies to ensure that the province obtains the maximum economic benefit in its procurement practices. The division also provides administrative support to the Resources Development Board, Venture Corporations Board, Voluntary Planning Board, Small Business Development Corporation, and to the Office of the Agent General in London. The division is comprised of the following five branches: Employment Opportunities, Financial Services, Administrative Services, Management Services, and Human Resources.

Employment Opportunities Branch

The Employment Opportunities Branch assesses the job creation needs of the province in conjunction with federal, provincial and municipal governments and specific groups, and then develops, implements and monitors the resulting programs. The branch administers the following six programs:

- Glace Bay Special Employment Program
- Industry Program
- Mainstreet Program
- Provincial Employment Program
- Special Employment Program
- Youth Entrepreneurial Skills (YES) Program.

Financial Services Branch

The Financial Services Branch develops, implements and maintains the financial and management information systems for the department through the design and approval of operating policies and procedures, budgetary planning, and financial control of program and project expenditures. The branch administers the Machinery and Equipment Tax Rebate Program.

Administrative Services Branch

The Administrative Services Branch designs and implements departmental operating policies and procedures, and is also responsible for maintaining a library of books, periodicals and annual reports in the fields of industry, trade, business and economics.

Management Services Branch

The Management Services Branch develops, implements and maintains internal and external supervision on departmental financial activities by carrying out financial audits on assets and programs and by examining the purchasing policies of all publically supported bodies.

Human Resources

The Human Resources Branch develops and applies personnel policies and procedures.

AGENCIES

The following agencies also report to the Executive Director, Finance and Administration:

- Small Business Development Corporation
- Nova Scotia Resources Development Board
- Venture Corporations Board
- Voluntary Planning Board

BUSINESS DEVELOPMENT

LOAN AGENCIES

At the close of the fiscal year ending March 31, 1986, the Minister of Development was responsible for three Loan Agencies: Nova Scotia Resources Development Board, Small Business Development Corporation, and Nova Scotia Venture Corporations Board.

Nova Scotia Resources Development Board

The Nova Scotia Resources Development Board is comprises of 11 members. One resignation and one appointment occurred during the year. Membership was as follows:

Chairman— Dr. Joseph Zatzman, Dartmouth
Members— Gregory R. Baker, Dartmouth
Lawrence H. Coldwell, Port Williams
Percy Guam, Sydney
Robert Inglis, F.C.A., Sydney
Peter Johnston, Folly Mountain
Frank W. Nichols, Kentville
Keith O. Raymond, Digby
Christina Shaw, Halifax
Donald W. Tingley, Amherst
G. Bert VanZeumeren, Masstown

During the nine meetings of the past fiscal year, the following decisions were made:

Applications recommended	43
Applications rejected	6
Changes in ownership, repayment revisions, arrears, foreclosures and other matters	115

Under the Industrial Loan Act, the board considered and recommended 20 loan applications, of which the Governor-in-Council approved 16 during the year. In addition, three requests were approved for various foreclosure actions.

Under the Industrial Development Act, the board considered and recommended five loan applications. The Governor-in-Council approved all five along with 18 other loan and guarantee applications.

During the year, two applicants requested rulings on eligibility by the board. Four accounts were placed in receivership, and deficiency write-offs were applied to four other accounts. Fourteen accounts were paid off, and changes made in repayment schedules for eight accounts (see statistics, pages 47 and 48).

Small Business Development Corporation

On March 31, 1986, the Small Business Development Corporation consisted of 16 members:

Chairman— F.T. Barber, Dartmouth
Members— R.E. Barkhouse, Lower Sackville
F.C. Bettens, Glace Bay
R.C. Dexter, Halifax
O.P. Harkins, Dartmouth
D. Hill, Halifax
M. Kelly, Bedford
D.L. MacAulay, Baddeck
E. MacIntosh, Eureka
G. Muise, New Waterford
H. Norve, Halifax
J.P. O'Neil, Dartmouth
F.B. Peters, Halifax
R.A Prest, Halifax
R. Publicover, Truro
W.T. Withers, Dartmouth

During the fiscal year ending March 31, 1986, the corporation approved financing for 102 projects totalling $6,732,300; and the anticipated jobs involved, both maintained and created, numbered close to 1,000.

The projects assisted were located in 14 counties of the province. Types of businesses assisted were as follows: manufacturing 48%, services 25%, and retail and wholesale trade 27% (see statistics, page 50).

Venture Corporations Boards

The Venture Corporations Board is comprised of four members:

Chairman— J.R.'Pat' Ellis, Halifax
Members— Frank T. Barber, Dartmouth
Robert H. Bruce, C.A., Halifax
K. LeRoy Taylor, Q.C., Kentville (resigned 01/86)

During the past fiscal year, the board added 15 new venture capital corporations to its program. The new equity provided a substantial strengthening of the small businesses involved, which in turn secured long-term jobs in such industry sectors as manufacturing, tourism, research and development, and aquaculture (see statistics, page 49).

EMPLOYMENT PROGRAMS

The Department of Development was responsible for six Employment Programs during the fiscal year ending March 31, 1986: Glace Bay Special Employment Program, Industry Program, Mainstreet Program, Provincial Employment Program, Special Employment Program, and Youth Entrepreneurial Skills Program.

Glace Bay Special Employment Program

The Glace Bay Special Employment Program contributed to the creation of short-term jobs in the town of Glace Bay to help alleviate current high levels of unemployment. The program created 500 jobs (see table, page 42).

Industry Program

The Industry Program provided wage subsidy assistance toward the creation of new long-term job opportunities in the private sector through businesses able and willing to expand their work force. There were 64 jobs created in 1985–86 (see table, page 42).

Mainstreet Program

The Mainstreet Program was designed to refurbish, revitalize, and promote downtown commercial areas in communities throughout the province. Through this program the department, along with various municipalities and local business people, worked together to improve the physical, economic, and social environment of downtown areas.

A total of 53 communities and 150 private firms (using storefront facade grants), received assistance under this program. Also, 84 private firms obtained assistance for business rebates (retail development).

The annual Mainstreet Conference was held in Truro. The theme, the "Step by Step Approach", (to economic redevelopment of downtown business cores), attracted about 175 delegates from across North America; representing retailers, government and private developers (see table, page 42).

Provincial Employment Program

The Provincial Employment Program created meaningful short-term employment opportunities through projects sponsored by provincial government departments and the primary resource industries of the private sector. The Department of Development also contributed 25% of program costs to Challenge '85, which sponsored projects through municipal units to create career-related job opportunities for Nova Scotia students.

The Summer Employment Program created 2,305 jobs for 10 weeks, and 1,790 jobs for 16 weeks.

The Fall Employment Program created 1,440 jobs for 14 weeks; the Social Services Employment Program created 460 jobs for 14 weeks; and under the Municipal Employment Program, 590 jobs were created for 14 weeks (see table, page 42).

Special Employment Program

The Special Employment Program created job opportunities in "special needs" situations under the Program for the Disabled, and the Miners Work Program.

The Program for the Disabled created 15 jobs and the Springhill Miners Work Program created 38 jobs (see table, page 42).

Youth Entrepreneurial Skills (YES) Program

The Youth Entrepreneurial Skills (YES) Program offered interest-free loans to youth (16–24 inclusive) to plan and operate their own small businesses. A special student component assisted returning students. The program created 400 potential jobs in 1985–86 (see table, page 43).

DEVELOPMENT OF PROGRAMS AND SERVICES

The Department of Development uses its province-wide network of regional offices to develop of programs and services. Advice from the regions assists with the implementation of new economic development programs and services, by interpreting the opportunities and problems of the business community, and then formulating and recommending appropriate government action.

Development staff sits on the following advisory committees with federal, provincial, and municipal governments: the Physical Distribution Advisory Services Steering Committee, the Joint Federal Provincial Entrepreneurs and Self-Employed Immigration Review Group, the Local Employment Assistance and Development Program Committee, the Forestry Industry Development Committee, and the Economic Development Association of Nova Scotia.

TECHNICAL SERVICES

Technical Services provides "in-house" planning, engineering and construction teams within the department. Some of the various typical projects handled in the past fiscal year were as follows:

- planning and implementation of the reconstruction of the Shubenacadie Canal;
- maintenance and construction for numerous haulout facilities for the inshore fisheries;
- technical assistance to a number of industrial commissions;
- liaison with, and assistance to, the various shipyards;
- planning of marine industrial developments, such as Sheet Harbour, Pictou and Trenton; and
- administration of the Canada-Nova Scotia Offshore Development Fund.

BUSINESS DEVELOPMENT PROGRAMS

The Department of Development administers eight Business Development Programs: Regional Management Development, Assistance to Industrial Commission, Black Business Opportunity, Consulting Assistance, Disabled Entrepreneurs Assistance, Industrial Mall Municipal Tax Rebate, Rural Industry, Women's Entrepreneurial Development.

Regional Management Development Program

Through the Regional Management Development Program, the Department of Development provides financial support to upgrade the quality of management skills in private companies throughout the province. Top quality management is crucial to increased productivity, competitiveness, and profitability. Priority is given to training managers in small- to medium-sized companies, which otherwise would not be able to afford it.

During the 1985–86 fiscal year, the Regional Management Training Program supported the following four institutations: the Atlantic Regional Management Training Centre, the Advanced Management Centre, St. Francis Xavier University, and the University College of Cape Breton (see table, page 42).

Assistance to Industrial Commissions Program

The Assistance to Industrial Commissions Program encouraged local participation in the industrial and commercial development process by cost-sharing 50% with municipalities for eligible administrative and promotions expenses (see table, page 42).

Black Business Opportunity Program (BBOP)

The Black Business Opportunity Program (BBOP) gave black business people access to capital acquisition and working capital funds, along with funds for educational purposes to provide the stimulus required to create and maintain jobs in black businesses. The program was also aimed at bringing black businesspeople into the mainstream of economic activity in Nova Scotia (see table, page 42).

Consulting Assistance Program (CAP)

The Consulting Assistance Program (CAP) allowed eligible small businesses to benefit from the professional advice available through management consultants, accountants, technical people, and experienced business people to solve one-of-a-kind problems (see table, page 42).

Disabled Entrepreneurs Assistance Program (DEAP)

The Disabled Entrepreneurs Assistance Program (DEAP) provided combined grant/loan guarantee assistance to disabled persons for establishing, expanding or modernizing local businesses (see table, page 42).

Industrial Mall Municipal Tax Rebate Program

The Industrial Mall Municipal Tax Rebate Program encouraged and assisted the start-up of new manufacturing and processing enterprises by giving tax relief to tenants in incubator mall (see table, page 42).

Rural Industry Program (RIP)

The Rural Industry Program (RIP) provided grants to assist Nova Scotians outside the Halifax-Dartmouth metro area with new capital costs relating to the establishment, expansion and modernization of manufacturing, processing or selected service business operations. Eligible capital costs included land, buildings, machinery and equipment (see table, page 42).

Women's Entrepreneurial Development Program (WEDP)

The Women's Entrepreneurial Development Program (WEDP) provided an opportunity for women in business to further develop their entrepreneurial land technical skills in the planning, marketing, and operational aspects of business (see table, page 43).

INDUSTRIAL BENEFITS OFFICE

Through the Industrial Benefits Office, the Department of Development undertook a number of initiatives designed to increase the participation of Nova Scotia companies in public-sector procurement. Projects included co-sponsoring and organizing the Sydney Reverse Trade Show, and meetings on sub-contracting opportunities associated with major federal crown projects such as the Low Level Air Defence Program the Tribal Class Refit, Update and Modernization Program, and the Radar Modernization Program.

The office staff participated in a Canadian External Affairs Department pilot project to facilitate access to BidNet for Nova Scotia manufacturers and service companies. (BidNet is a United States-based information data base of public-sector procurement opportunities.) The office continued to work with both Rio Algom and Pratt & Whitney to identify potential Nova Scotia suppliers. Negotiations proceeded on industrial benefits agreements for two new offshore oil and gas leases with Husky/Bow Valley and Canterra Energy.

TRADE AND INVESTMENT

TRADE DEVELOPMENT PROJECTS

Trade Development Projects included both trade policy analysis, and participation at national and international trade shows, to promote the sales of Nova Scotian products and services.

The Department of Development conducted trade policy analysis and represented provincial interests in intergovernmental consultations concerning domestic and foreign market access, particularly with the Department of External Affairs regarding countervailing actions and other import restrictions to the United States and the European community.

In anticipation of Canada-United States trade negotiations and the Multilateral Trade Negotiations (MTN) in 1986, a private-sector survey and study was carried out on the impact of freer trade. Ongoing technical advice, research and essential support services were provided to the provincial trade negotiator.

An Overseas Market Development seminar for the lumber industry was organized to promote cooperative promotional efforts abroad.

Department staff participated in numerous trade development projects during the 1985–86 fiscal year: Offshore Europe '85, Aberdeen; Toronto Fall Gift Show, Toronto; Hostex '85, Toronto; Offshore Newfoundland, St. John's; Atlantic Craft Trade Show, Halifax; Fish Expo '85, Seattle; Seafood Expo '85, Dallas; Maritime Food Night, Charlottetown; and Seafare '86, Orlando.

TRADE CONSULTING/PLANNING

Development staff responded to approximately 30 requests for assistance in Trade Consulting/Planning. Requests included inquiries regarding blueberry marketing, marketing of log homes, toy marketing in the United States, and markets in India.

TRADE DEVELOPMENT PROGRAMS

The Department of Development administers two Trade Development Programs: Trade Expansion and Product Development.

Trade Expansion Program (TEP)

The Trade Expansion Program (TEP) offered grants to assist Nova Scotia firms to attend fairs and exhibitions, conduct market indentification investigations, attend market education courses, or host incoming buyers.

In the 1985–86 fiscal year, TEP assisted 103 companies under the trade fair section of the program, aided seven incoming buyer projects, and provided help to ten tourism operators (see table, page 42).

Product Development Program (PDP)

The Product Development Program (PDP) encouraged and assisted manufacturers to develop innovative products by providing grant assistance to Nova Scotia industries for product design, packaging, and market literature design. Of the 49 projects approved during the past fiscal year, four involved the development of new products, six concerned new packaging, and 39 assisted in the development of new export-marketing literature (see table, page 42).

STATISTICAL INQUIRIES

Trade Inquiries

The Department of Development received approximately eight to twelve Trade Inquiries each month during the 1985–86 fiscal year. The inquiries ranged from questions on marketing statistics, to requests for information on duties and tariffs.

Staff also produced the *Nova Scotia Export Quarterly*, a publication which provided summary tabulations of provincially-produced goods shipped to foreign countries. Detailed tabulations of these exports by commodities and countries are maintained to provide information for a wide range of inquiries.

Special Trade Projects

Occasionally, the department is called on to provide special assistance in a unique export marketing situation. Three such Special Trade Projects occurred during the past year, and three major exporting firms (Crossley Karastan, Tri-Star Industries, and I.M.P. Group Limited) received assistance.

Staff provided ongoing assistance to the committee on Tri-Regional Economic Cooperation, and participated on the Board of Directors of the Atlantic Canada/New England Business Council to expand trade links with New England.

Market Development Centre Projects

Market Development Centre Projects included: Trade Development Authority Liaison, Hartford Trade Conference, Production Craft Survey, Export Achievement Awards, Incoming U.S. Defence Contractors, Singapore Mission, Bluenose II Project, Morocco Mission Development, and International Trade Training Institute Planning.

Industrial Promotion

To advance Industrial Promotion—10,000 domestic and international firms were identified and contacted through the use of sophisticated computerized analysis. Further detailed investigations resulted in approximately 150 companies visiting Nova Scotia for serious development discussions. Eleven new investment projects received approval, which will result in the creation of an estimated 550 new jobs.

Promotional programs included:

- America's Cup Challenge—Several events were scheduled around Nova Scotia's ability to produce a state-of-the-art, 12-metre yacht, highlighting provincial skill and technology with the intent of attracting high-technology, marine-related activities.

- Cape Breton—Department of Development staff, as members of the Cape Breton Coordinating Committee, assessed applications for financing new industry in Cape Breton.

- Trade Shows and Missions—Staff attended numerous trade shows and missions to complement promotional strategies. Opportunities Canada, a major event to highlight federal policy changes on foreign investment, afforded an occasion to meet with several hundred key people involved with investment decisions.

FEDERAL/PROVINCIAL SUBSIDIARY AGREEMENTS

Under the Canada-Nova Scotia Economic and Regional Development Agreement (ERDA) of 1984, nine subsidiary agreements have been signed by the federal government and the province, for a total financial commitment exceeding $320 million. The following agreements were signed in 1985–86: Technology Transfer and Industrial Innovation, Advanced Manufacturing Support, and Sydney Steel Corporation Stage II Modernization.

The Department of Development actively participated in implementing the following subsidiary agreements during the past fiscal year:

TECHNOLOGY TRANSFER AND INDUSTRIAL INNOVATION SUBSIDIARY AGREEMENT

The Technology Transfer and Industrial Innovation Subsidiary Agreement, signed in July 1985, for $34 million, will be cost-shared 70% federally and 30% provincially. The purpose of the agreement is to stimulate the transfer of advanced technologies to small- and medium-sized businesses and to strengthen engineering and scientific expertise in the province.

By March 31, 1986, enhancement of CAD/CAM capabilities was well underway at the University College of Cape Breton, the Technical University of Nova Scotia, the Applied Microelectronics Institute, and the Nova Scotia Research Foundation Corporation. Other projects under active consideration included the supercomputer, technology business centre projects, the industry incentives programs, the communications network, the industry/university collaborative research and development project, and technology promotion initiatives.

ADVANCED MANUFACTURING SUPPORT SUBSIDIARY AGREEMENT

The Advanced Manufacturing Support Susidiary Agreement signed in October 1985, will be cost-shared 70% federally, 14% provincially, and 16% by the County of Halifax. The purpose of the agreement is to establish a high-technology industrial park and provide facilities for related technological skills training as a stimulus to development of the high-technology sector in Nova Scotia.

The Aerotech Park (completion expected in 1986) will receive $20 million, out of a total of about $31 million, from this agreement.

The technological training facility at the Nova Scotia Institute of Technology (completion also expected in 1986) will receive $11 million in funding from the agreement.

SYDNEY STEEL CORPORATION STAGE II MODERNIZATION AGREEMENT

The Sydney Steel Corporation Stage II Modernization Subsidiary Agreement, signed in February 1986, for $157 million will be cost-shared 70% federally and 30% provincially. The agreement provides for the installation of the electric-arc furnace method of steel-making, as well as other plant improvements to enhance product quality, productivity and efficiency, and to reduce operation costs. A major consulting firm with Nova Scotia associate companies will undertake the project management and the engineering functions for this project.

ECONOMIC DEVELOPMENT PLANNING SUBSIDIARY AGREEMENT

Development staff continued to administer and coordinate the Economic Development Planning Subsidiary Agreement, which supported studies vital to Nova Scotia's role in Canada–United States trade discussions, and to the future development of the Sydney Steel Corporation.

Furthermore, a "Priority Framework Study" was completed by a Halifax-based consulting company. The paper identified studies that may possibly be carried out under the Planning Agreement that would be consistent with reaching the economic objectives of the ERDA.

Using the "Priority Framework Study" as a base, and working with federal officials, department staff participated in the design of a plan of aciton under the agreement. The process involved identification of possible studies, and setting priorities and a timetable for them to be undertaken. Other provincial departments were consulted in the preparation of the plan of action, and a total of 23 studies have been proposed for consideration.

OCEAN INDUSTRIES SUBSIDIARY AGREEMENT

Under the Ocean Industries Subsidiary Agreement, the Ocean Industries Innovation Centre offered financial assistance to 53 projects. Of these projects, 31 were completed during the fiscal year, 16 will continue into the new year, and six did not proceed. Innovation Centre Program projects fell into these broad categories: research and development of products, services and markets; management and employee development; business planning; and technology transfer (see table, page 42).

Through the Municipal Taxation Assistance Program administered by the Innovation Centre, ocean industry firms could be reimbursed for municipal taxes paid during the first four years of operation, on a decreasing scale from 75% to 25% (see table, page 42).

Considerable non-funded assistance was also provided under the agreement, consisting of advice, guidance, referrals, and in general, acting as a sounding-board for new ideas.

STRAIT OF CANSO SUBSIDIARY AGREEMENT

The latest Strait of Canso Subsidiary Agreement began in September 1984. The last fiscal year was a productive and optimistic period for the Strait of Canso Industrial Development Authority (SCIDA).

As of March 1986, project proposals in excess of $5 million had been identified for approval through Program Two (Small Projects Assistance) of the agreement. A feasibility study, through Program Three (Heavy Industry Location), was completed regarding the development of a green-field site for offshore or heavy-industry providing financial, administrative, and mangement assistance to establish an underwater training facility in cooperation with the Nova Scotia Nautical Institute in Port Hawkesbury.

PULP AND PAPER SUBSIDIARY AGREEMENT

The Pulp and Paper Subsidiary Agreement encouraged Nova Scotia mills to enhance their competitive position, and enabled them to meet pollution control requirements.

Completed in March 1986, the agreement provided $21 million for incentive grants to a maximum of 25% of the approved capital costs of mill modernization, pollution abatement, and energy-cost reduction projects.

Note: Information regarding the various subsidiary agreements previously negotiated by the Department of Development, but implemented by other departments, may be obtained from those departments.

INFORMATION AND ANALYTICAL SERVICES

ECONOMIC PERFORMANCE

An assessment of Nova Scotia's economic performance during the fiscal year shows the following results (also see statistics, page 45):

Nova Scotia's real domestic product increased by 3.8% for the calendar year 1985, to reach $10.2 billion, comparing favourably with the overall Canadian increase of 4.2% for the same period. While population and total labour force each exhibited a 1.0% increase, no growth was shown in employment, thus resulting in a 5.9% increase in those unemployed. The provincial unemployment rate averaged 13.8% for the year, compared to 14.5% for the Atlantic Provinces and 10.5% for Canada.

An increase of only 4.4% in the Halifax Consumer Price Index was a major factor in the strong growth in real personal income. Total personal income rose by 3.9% (in real terms), while per capita income increased by 2.8% to reach 81.2% of the Canadian average in 1985. No real gains were made in average weekly wages and salaries, although the provincial average moved above 90% of the Canadian average. Retail trade in Nova Scotia enjoyed a banner year with a real growth of 9.2%, as compared with 6.6% for the nation.

Exceptionally strong growth in capital investment was attributed to the residential housing construction sector. Provincial housing starts in 1985 numbered 6,923 units, recording more than a 50% increase over the previous year.

The fishing industry in the province had a strong performance with a real gain of 12.0% in the value of fish landings. Although farm cash receipts rose by only 0.9%, the diversity of this sector kept its performance above the national level. Activity in the forestry sector remained at about the same level as 1984, which had been a year of strong recovery for both pulpwood and lumber production. Coal production was off by 9.5% due to loss of one mine by fire.

Value of Nova Scotia exports to foreign countries continued a strong growth trend, showing an increase of 11.5% over 1984 exports. Overall manufacturing shipments, however, experienced a real growth of less than 1 % as compared to a 4.8% increase for Canadian shipments.

PUBLICATIONS

The Department of Development issued a number of Publications in fiscal year 1985–86.

Among these were:

- Nova Scotia Directory of Manufacturers
- Halifax Metro Survey and Inventory of Commercial Space
- Halifax metro Area Fact Book
- Nova Scotia Fact Book
- Nova Scotia Export Quarterly
- Nova Scotia Construction Activity (three issues)
- County Statistical Profiles (eight updates)
- Programs and Services for Business Development in Nova Scotia

WHITE PAPER IMPLEMENTATION COMMITTEE

The White Paper Implementation Committee met five times during 1985–86, and many White Paper initiatives were acted upon. A primary focus of the committee was effecting improvements in public sector purchasing procedures to enhance economic development. The committee also met with several private sector groups: the Nova Scotia branch of the Canadian Manufacturers' Association, representatives of the province's tradeable services sector, and Voluntary Planning's White Paper Monitoring Committee. Staff assigned to the Implementation Committee provided liaison between Voluntary Planning and the government on issues associated with the White Paper.

PROGRAM DEVELOPMENT

As part of Program Development during the past fiscal year, Development staff provided research and secretarial support to the Minister's Special Committee on Business Assistance Programs. This private sector committee released its report on ways to streamline, simplify, and improve the effectiveness of provincial economic development programs.

Other program development efforts focused on provincial lending policy, on examination of provincial participation in a streamlined Industrial and Regional Development Program (IRDP), and ways to improve municipal/provincial cooperation.

The department supported the design and implementation of projects by community economic development associations and native groups, such as the improvement of access to management services offered by Canadian Executive Services Overseas.

Staff participated in the preparation of a report on the education and training, and research and development program called for under the Canada-Nova Scotia Offshore Agreement. The report was submitted to the two governments by the Executive Committee on Economic and Social Benefits.

In conjunction with the Department of Culture, Recreation and Fitness, Development staff assisted in the preparation of a proposal on the establishment of a Nova Scotia film development agency.

ECONOMIC-POLICY ANALYSIS

As part of the Economic-Policy Analysis function, Development provided input and suggested changes to federal discussion papers and legislative proposals, including competition law, banking, and customs procedures. The staff also maintained both an in-house computerized data base (in support of analytical work) and the Nova Scotia Input-Output System.

The department participated in formulating Nova Scotia's position on the National Science and Technology Policy and preparation of economic impact studies on tourism expenditures in the communities of Baddeck and Parrsboro.

Staff undertook extensive research and analysis of the Cape Breton economy prior to, during, and subsequent to, the work of the Cape Breton Advisory Committee.

Staff provided support, coordination, and briefing materials for the four meetings of federal and provincial ministers responsibie for regional development, and participated in the preparation of a joint Ministers position paper on regional development, released in June 1985, and they also served on a federal/provincial task force (under the auspices of the Regional Development Ministers) looking at interprovincial trade barriers and investments.

A review of *Freedom to Move*, the federal paper on transportation deregulation, was prepared. Input was provided to the Department of Transportation, which consulted with the federal government on its de-regulation proposals.

Views representing the concerns of small business were provided to Policy Board for input to the Province's submission to the Forget Commission of Inquiry on Unemployment Insurance.

The department provided provincial views on transportation and on culture and communications to study teams working under the Neilsen Task Force on federal program review.

Staff participated in evaluating a television production company proposal and also served on the project team for a consultant's report evaluating the viability of a film sound stage in Nova Scotia.

SPECIAL STUDIES

Special Studies in the past year included:

- a joint federal/provincial study by a Halifax-based consulting company on the problems of regulations and paperburden experienced by small businesses

- a report that advocated changes to encourage private initiative in small-scale power production

- impact studies and cost-benefit analyses as part of project appraisals.

STATISTICAL INQUIRIES

Statistical Inquiries came from business, government and the general public, and responses were provided from a complete historical data base of all Statistics Canada publications (in hard copy or on microfische). A series of census materials, providing access to unpublished data was maintained and terminal access to CANSIM, Statistics Canada's computerized data base was also available.

INVESTMENT CANADA TRANSACTIONS

Investment Canada Transactions staff prepared an assessment of the compatibility of referred transactions, in relation to the province's economic objectives and industrial policies, together with a recommended response from the province.

VOLUNTARY PLANNING SECTORS

The Voluntary Planning Sectors, through the Voluntary Planning Board, continued their ongoing consultative and advisory role with government during the year. Department of Development staff also served as representatives to supply analytical support as requested.

Besides its regular meetings and activities, the Voluntary Planning Board produced the following:

- publication of *Agriculture Tomorrow*, a major strategy document;
- introduction into the provincial education system of a curriculum module on land use for grade four students;
- publication of an analysis of tourism statistics; and
- assistance in planning the provincial conference on the economy.

Membership in Voluntary Planning stood at 517 people, filling 719 seats on the various sectors, committees and sub-committees.

ADMINISTRATIVE SUPPORT

Administrative Support is primarily made up of sections from the Financial and Administration Division.

FINANCIAL SERVICES

During the past fiscal year, Financial Services continued to upgrade the department's financial system. The Department of Finance installed a computer and printer in this branch, which provides reports for internal use, in addition to those already being produced by the department.

The Machinery and Equipment Tax Rebate Program assisted primarily small businesses by rebating a portion of municipal taxes paid on machinery and equipment (see table, page 42).

ADMINISTRATIVE SERVICES

Administrative Services supervised the Department of Development's relocation to the World Trade and Convention Centre in October 1985. This branch also initiated the Provincial Records Management Program (in association with Development's Library), and work proceeded on the Long Range Systems Plan for computer equipment.

TECHNICAL SUPPORT UNIT

The Technical Support Unit designed and coordinated the *Nova Scotia Resource Atlas*, a 75-page publication containing 31 four-color maps plus text and graphs. The project took three years to complete. This unit contributed a number of department displays and supplied camera-ready artwork for the department's various publications.

INFORMATION PROCESSING CENTRE

During 1985–86, the Information Processing Centre of Administrative Services, assisted in the preparation of the briefing book presented to delegates at the provincial conference on the economy. Publications processed for the use by the private sector included: *Establising A Business, Programs and Services*, eight *County Profiles*, the *Nova Scotia Industrial Parks Book;* and, for the Voluntary Planning Board, four major publications including *Agriculture Today* and *Minerals Strategy*.

MANAGEMENT SERVICES

Under Management Services, the Senior Analyst, Nova Scotia Benefits, assured that White Paper implementation (a monitoring of government expenditures) proceeded during the last fiscal year . Recommendations to improve the government's purchasing practices were approved by the White Paper Implementation Committee and are being implemented. A large volume of information gathered on goods and services purchased by government was forwarded to the Industrial Benefits Office for processing.

The Internal Auditor provided senior management with an appraisal of all aspects of the department's financial activities.

HUMAN RESOURCES

The Human Resources Branch utilized the Early Retirement Incentive Program to allow three staff members to retire. The branch also participated in the review of all bargaining unit positions and introduced a Long-Term Disability Program.

PROGRAM EXPENDITURES TABLE

Program Title	1984–85 Actual $	1985–86 Estimate $	1985–86 Actual $
Assistance to Industrial Commissions Program	$ 473,941	$ 485,000	$ 499,599
Black Business Opportunity Program (BBOP)	104,439	110,000	103,327
Consulting Assistance Program (CAP)	318,028	275,000	221,660
Disabled Entrepreneurs Assistance Program (DEAP)	—	50,000	29,972
Glace Bay Special Employment Program	—	250,000	246,688
Industrial Loan Program	17,178,490	10,000,000	17,437,000
Industrial Mall Municipal Tax Rebate Program	15,576	20,000	15,479
Industry Program	111,288	81,100	74,178
Innovation Centre Program	341,948	500,000	361,043
Machinery and Equipment Tax Rebate Program	2,657,514	2,850,000	3,023,176
Mainstreet Program	3,987,932	3,250,000	3,476,994
Municipal Taxation Assistance Program	58,394	150,000	149,622
Product Development Program (PDP)	42,800	75,000	50,246
Provincial Employment Program (PEP)	15,049,693	14,154,800	13,823,406
Regional Management Training Program	145,401	145,000	144,728
Rural Industry Program (RIP)	1,192,632	1,000,000	843,041
Small Business Loan Program	5,562,532	3,500,000	5,446,592
Special Employment Program	405,816	170,000	172,218
Trade Expansion Program (TEP)	369,643	380,000	382,595
Venture Capital Program	3,030,000	3,000,000	2,136,900

Women's Entrepreneurial Development Program (WEDP)	—	50,000	41,693
Youth Entrepreneurial Skills Program (YES)	60,031	203,200	165,140

FEDERAL/PROVINCIAL SUBSIDIARY

Current Subsidiary Agreement	Expiry Date	Fed./Prov. Cost-Sharing Ratio	Total Funding ($ Mill)	Federal Share ($ Mill)	Provincial Share ($ Mill)
Ocean Industry*	July 31/87	65:35	35.0	22.9	12.1
Forest Resource Development*	March 31/87	53:47	53.4	28.4	25.0
Forest Renewal*	March 31/87	69:31	18.0	12.5	5.5
Agri-Food*	Oct. 31/87	48:52	48.3	23.3	25.0
Economic Planning	March 31/89	50:50	4.0	2.0	2.0
Canso II	March 31/89	70:30	28.0	19.6	8.4
Mineral Development	March 31/89	60:40	26.9	16.1	10.8
Advanced Manufacturing Support	March 31/88	70:30*	31.1	21.7	4.4**
Fisheries	March 31/89	70:30	28.5	20.0	8.5
Tourism II	March 31/89	70:30	14.0	9.8	4.2
Technology Transfer	March 31/90	70:30	34.0	23.8	10.2
Michelin	Dec. 31/90	75:25	56.0	42.0	14.0
Sydney Steel Corporation Stage II Modernization	March 31/91	70:30	157.1	110.0	47.1

* These four sub-agreements were signed under the General Development Agreement (GDA), which expired in 1984 and was subsequently replaced with the ERDA.

** Municipality of the County of Halifax share ($ 5.0 Million).

NOVA SCOTIA ECONOMY

	1986	% Change 1985/86	% Change 1981 $
Gross Domestic Product ($ million)			
Nova Scotia	10855	7.0	2.0
Canada	450941	5.5	3.5
Population and Labour Force ('000)			
Population	884	0.5	
Labour force	398	1.8	
Employment	344	2.1	
Unemployment	53	-1.9	
Umemployment Rate (percent)	13.4	-2.9	
Consumer Price Index (1981 = 100)			
Halifax	131.7	3.5	
Canada	132.4	4.1	
Personal Income, Total ($ million)	12029	6.7	3.2
Personal Income Per Capita ($)	13700	6.2	2.7
Nova Scotia Income Per Capita as a Percent of Canadian Income Per Capita	81.1	0.2	
Average Weekly Wages ($)	397	3.9	0.4
Nova Scotia Average Weekly Wages as a Percent of Canadian Average Weekly Wages	85.6	3.9	
Retail Sales ($ million)			
Nova Scotia	4795	4.7	1.2
Canada	139705	7.9	3.8
Investment and Housing			
Capital Investment ($ million)			
Nova Scotia	3547	1.2	-2.8
Canada	121932	4.3	0.1
Housing Starts (units)			
Nova Scotia	7571	9.4	
Canada	199785	20.4	

Output			
Fish Landings ($'000)	395000	28.0	15.6
Farm Cash Receipts ($'000)	267251	4.2	1.3
Pulpwood Production ($'000m3)	3128	4.3	
Lumber Production (m.fbm)	204581	5.1	
Coal Production ('000 tonnes)	2643	-5.6	
Manufacturing Shipments ($ million)			
Nova Scotia	4738	-0.8	-1.6
Canada	249478	2.2	1.3
Trade			
Value of Exports to Foreign Countries ($ million)			
Nova Scotia	1916	26.6	25.4
Canada	116477	0.5	-0.3

Source: Statistics Canada and Conference Board of Canada

NOVA SCOTIA RESOURCES DEVELOPMENT BOARD
TOURISM & INDUSTRIAL LOAN STATISTICS
FOR 1985 AND 1986 FISCAL YEAR

	1984–1985		1985–1986	
AUTHORIZATIONS				
Loans & Guarantees	**No.**	**Amount Authorized**	**No.**	**Amount Authorized**
Industrial	38	$25,876,000	31	$24,037,000
Tourism	6	2,075,000	9	6,536,000
Other	2	13,000,000	3	176,000
Total	**46**	**$40,951,000**	**43**	**$30,749,000**

ACCOUNTS IN ARREARS				
Principal Arrears in Active Loans	**No.**	**Amount**	**No.**	**Amount**
Industrial	21	$ 1,438,360	18	$ 695,137
Tourism	21	569,952	25	455,697
Total	**42**	**$ 2,008,312**	**43**	**$ 1,150,834**

Percentage in Arrears Active Loans	**%**	**Amount**	**%**	**Amount**
Industrial	9.7	1.8	8.2	0.9
Tourism	15.9	3.2	19.5	2.5

Reserves for Doubtful Accounts	**No.**	**Amount**	**No.**	**Amount**
Industrial	30	$27,458,319	41	$39,246,881
Tourism	7	756,445	13	1,783,581
Other	3	4,848,865	3	4,848,865
Total	**40**	**$33,063,629**	**57**	**45,879,327**

PAYOUTS & WRITE-OFFS

Loans Paid Off	No.	No.
Industrial	6	9
Tourism	2	5
Other	1	0
Total	**9**	**14**

Loans Written Off	No.	Amount	No.	Amount
Industrial	0	0	4	$ 1,043,800
Tourism	0	0	0	0
Total	**0**	**0**	**4**	**$ 1,043,800**

ACTUAL ADVANCES

Loans Written Off	No.	Amount	No.	Amount
Industrial	N/A	$14,154,000	N/A	$13,317,000
Tourism	N/A	$ 3,024,490	N/A	$ 4,120,000

NOVA SCOTIA VENTURE CORPORATIONS BOARD

STATISTICAL REVIEW	1984–1985	1985–1986
Registered VCC's		
Number	9	15
Registration Fees	$ 1,800	$ 3,000
Special Ruling Fees	0	0
Equity Loans		
Number Approved	34	38
Amount Approved	$3,276,940	$3,407,450
Amount Advanced	$2,935,000	$2,136,900
Number of VCB Meetings	9	13

Type of Business	No.	Amount	No.	Amount
Manufacturing & Processing	16	$2,689,500	22	$1,997,000
Tourism	2	208,000	2	90,000
Mineral Exploration & Development	1	5,000	—	0
Transportation	—	0	1	125,000
Research & Development	6	572,500	1	200,000
Computer Services & Data Transmission	1	27,450	5	313,450
Aquaculture	1	312,000	4	242,000
Printing & Publishing	—	0	1	175,000
Farming	—	0	1	15,000
Other	—	0	1	250,000
Total	**27**	**$3,814,450**	**38**	**$3,407,450**

SMALL BUSINESS DEVELOPMENT CORPORATION
STATISTICAL REVIEW

	1984–1985		1985–1986	
AUTHORIZATIONS	**No./%**	**Amount Authorized**	**No./%**	**Amount Authorized**
Loans	95	$ 5,524,000	94	$ 6,469,800
Guarantees	14	823,500	8	262,500
Total	**109**	**$ 6,347,500**	**102**	**$ 6,732,300**
By Industry Sector				
Manufacturing	40%	$ 2,518,000	48%	$ 3,219,400
Services	39%	2,475,500	25%	1,716,900
Retail & Wholesale	21%	1,354,000	27%	1,796,000
Total	**100%**	**$ 6,347,500**	**100%**	**$ 6,732,300**
Purpose				
Establish New Business	24%	$ 1,533,000	33%	$ 2,234,500
Expand Existing Business	68%	4,303,500	60%	4,058,800
Other Purposes	8%	511,000	7%	439,000
Total	**100%**	**$ 6,347,500**	**100%**	**$ 6,732,300**
Distribution ($)	**No.**	**%**	**No.**	**%**
0–25,000	36	33	33	32
25,000–50,000	33	30	24	24
50,000–100,000	19	17	27	26
100,000–250,000	21	20	18	18
Total	**109**	**100**	**102**	**100**

	$	$
Accounts Written Off	407,813	425,072
Reserves For Doubtful Accounts	2,098,822	1,904,257
Actual Advances	5,144,690	5,446,592

Note: Further information available in
Small Business Development Corporation Annual Report.

INDEX

Administrative Services Branch	8,31
Administrative Support	31
Advanced Manufacturing Support Subsidiary Agreement	22
Assistance to Industrial Commissions Program	16
Black Business Opportunity Program (BBOP)	16,33
Business and Technical Services Division	4
Business Advisory Services Branch	4
Business Development	11
Business Development Programs	16
Consulting Assistance Program (CAP)	16,33
Delivery of Trade Programs	20
Deputy Minister, Office of	2
Development of Programs and Services	15
Disabled Entrepreneurs Assistance Program (DEAP)	17,33
Economic Analysis Branch	7
Economic Development Planning Subsidiary Agreement	23
Economic Performance	26
Economic-Policy Analysis	28
Employment Opportunities Branch	8
Employment Programs	13
Federal/Provincial Subsidiary Agreements	34,22
Finance and Administration Division	8
Financial Services Branch	8,31
Glace Bay Special Employment Program	13,33
Human Resources Branch	9,32
Industrial Benefits Office Branch	6,17
Industrial Development Division	6
Industrial Mall Municipal Tax Rebate Program	17,33
Industrial Promotion Branch	6,21
Industry Program	13,33
Information and Analytical Services	26
Information Processing Centre	31
Information Services	2
Investment Canada Transactions	30
Machinery and Equipment Tax Rebate Program	31,33
Mainstreet Program	14,33
Management Services Branch	9,32
Market Development Centre Branch	6,21
Minister, Office of	1
Nova Scotia Economy (Table)	35

Nova Scotia Resources Development Board (Agency) 10,11,35
Nova Scotia Venture Corporations Board 10,13,37
Ocean Industries Innovation Centre Branch 4
Ocean Industries Subsidiary Agreement 24
Organization Chart
Policy and Planning Division 7
Policy Development Branch 7
Product Development Program (PDP) 20,33
Program and Evaluation Branch 7
Program Development 27
Program Expenditures Tables 33
- Assistance to Industrial Commissions Program
- Black Business Opportunity Program (BBOP)
- Consulting Assistance Program (CAP)
- Disabled Entrepreneurs Assistance Program (DEAP)
- Glace Bay Special Employment Program
- Industrial Loan Program
- Industrial Mall Municipal Tax Rebate Program
- Industry Program
- Innovation Centre Program
- Machinery and Equipment Tax Rebate Program
- Mainstreet Program
- Municipal Taxation Assistance Program
- Product Development Program (PDP)
- Provincial Employment Program (PEP)
- Regional Management Training Program
- Rural Industry Program (RIP)
- Small Business Loan Program
- Special Employment Program
- Trade Expansion Program (TEP)
- Venture Capital Program
- Women's Entrepreneurial Development Program (WEDP)
- Youth Entrepreneurial Skills Program (YES))

Provincial Employment Program 14,33
Publications 27
Pulp and Paper Subsidiary Agreement 24
Regional Management Training Program 16,33
Regional Office Branch 4
Rural Industry Program (RIP) 17,33
Small Business Development Corporation (Agency) 10,12,41
Solicitor's Office 2
Special Employment Program 14

Special Studies 29
Special Trade Projects 20
Statistical Inquiries 30
Statistics Branch 7
Statistics Tables
Federal/Provincial Subsidiary Agreeements 34
Nova Scotia Economy 35
Nova Scotia Resources Development Board
Tourism & Industrial Loan Statistics 36
Nova Scotia Venture Corporations Board Statistical Review 37
Small Business Development Corporation Statistical Review 38
Strait of Canso Subsidiary Agreement 24
Sydney Steel Corporation Stage II Modernization
Subsidiary Agreement 23
Technical Services Branch 5,15
Technical Support Unit 31
Technology Transfer and Industrial Innovation
Subsidiary Agreeement 22
Trade and Investment 19
Trade Consulting/Planning 19
Trade Development Programs 20,21
Trade Expansion Program (TEP) 20,33
Voluntary Planning Board 10
Voluntary Planning Sectors 30
White Paper Implementation Committee 27
Women's Entrepreneurial Development Program (WEDP) 17,33
Youth Entrepreneurial Skills Program (YES) 15,33